

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 201429Z APR 76
FM AMEMBASSY NICOSIA
TO USDOC WASHDC
USMISSION GENEVA
INFO SECSTATE WASHDC 3399
AMEMBASSY ATHENS

UNCLAS NICOSIA 1047

ATHENS FOR RTDO

E. O. 11652: N/A
TAGS:BFOL IBRD CY
SUBJECT: TRADE OPPORTUNITY - SPECIAL HANDLING: GLASS FACTORY
FOR CYPRUS

REF: (A) NICOSIA 0031, (B) NICOSIA A-3, (C) NICOSIA 0672

1. REF (A) TRANSMITTED TRADE OPPORTUNITY FOR PROPOSED GLASS
FACTORY. REF (B) PROVIDED MORE INFO, INSTRUCTIONS
AND LIST OF AMERICAN A AND E FIRMS HAVING WORKING
ARRANGEMENT WITH CYPRIOT FIRMS. REF (C) INFORMED
REGARDING EXTENSION OF TENDER DATE.

2. IN EARLY JANUARY EMBASSY CONTACTED LOCAL REPRESENTATIVE
OF US FIRM LOUIS BERGER SUGGESTING BERGER MIGHT WISH
TO CONTACT DIRECTLY FIRMS IN AMERICAN GLASS INDUSTRY.
BERGER IDENTIFIED OWENS-ILLINOIS (O-I), CONTACTED THEIR
EUROPEAN HEADQUARTERS IN GENEVA WHICH RECENTLY EXPRESSED
INTEREST IN PROPOSED CYPRUS GLASS FACTORY.

3. AS EXPLAINED IN REF (A) AND (B) GLASS PROJECT IS
UNDER SPONSORSHIP OF CYPRUS DEVELOPMENT BANK (CDB).
GENERAL MANAGER OF CDB, MR J G JOANNIDES, IS HANDLING
BIDS FOR GLASS FACTORY. UPON LEARNING OF O-I INTEREST
IN THE PROJECT JOANNIDES INDEFINITELY SUSPENDED DATE FOR
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TENDER OF BIDS IN ORDER TO GIVE O-I TIME TO REVIEW CYPRUS
SITUATION AND AREA MARKET. JOANNIDES HOWEVER IS SOMEWHAT DIS-

MAYED THAT O-I GENEVA TEAM CANNOT VISIT CYPRUS BEFORE MID-JUNE.

4. EMBASSY HAS LEARNED THAT JOANNIDES LEFT CYPRUS 4/19/76 FOR TWO WEEK VISIT IN WASHINGTON WITH WORLD BANK ON UNRELATED BUSINESS. EMBASSY BELIEVES IT WOULD BE PROFITABLE IF SENIOR O-I REPRESENTATIVE FROM COMPANY'S US HEADQUARTERS WERE TO CONTACT JOANNIDES IN WASHINGTON BOTH FOR REASONS OF COURTESY AND GOOD RELATIONS AND ALSO TO CONFIRM THE US COMPANY'S INTEREST IN THE PROJECT.

5. ACTION REQUESTED:

(A) FOR GENEVA: REQUESTZHOU PASS COPY THIS CABLE TO O-I 50 ROUTE DES ACACIAS, 1227 CAROUGE, GENEVA, ATTENTION MR J WALKER. SUGGEST TO WALKER HIS OFFICE INFORM O-I USA OF JOANNIDES' VISIT TO WASHINGTON.

(B) FOR USDOC: WOULD APPRECIATE RESPONSE REF (C) PARA 2. CRAWFORD

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